

# Appendix C—Equivalencies

Several training providers offer courses that have been certified equivalent to DAU curriculum courses and can be used to meet the requirements of the Defense Acquisition Workforce Improvement Act (DAWIA). The following matrix provides a summary of these courses and the training providers that offer them. It is important to note that

these courses must have been completed during the specified effective dates. For more information on these equivalencies, contact Mr. Corey Davis at (703) 805-3576 or [corey.davis@dau.mil](mailto:corey.davis@dau.mil). For updates go to <http://www.dau.mil/catalog/default.aspx> and then select Appendix C—Equivalencies.

## COLLEGE/UNIVERSITY EQUIVALENCIES

DAU Course	College/University Course	Effective Dates
Athens State University, (formerly Athens College), 300 N. Beaty Street, Athens, AL 35611, Dr. Robert Gulbro, (256) 233-8116		
CON 101 .....	PR 394 Introduction to Procurement .....	9/18/98—9/18/01
Bowie State University, 14000 Jericho Road, Bowie, MD 20715-9465, Dr. Shelton Rhodes, (301) 860-4000		
CON 101 .....	CON 101 Fundamentals of Contracting .....	9/18/98—9/18/03
CON 104 .....	CON 104 Fundamentals of Contract Pricing .....	9/18/98—9/18/03
CON 202 .....	CON 202 Intermediate Contracting .....	9/18/98—9/18/03
CON 204 .....	CON 204 Intermediate Contract Pricing .....	9/18/98—9/18/03
CON 210 .....	CON 210 Government Contract Law .....	9/18/98—9/18/03
College of Southern Maryland, (formerly Charles County Community College), P.O. Box 910, LaPlata, MD 20646-0910, Mr. Rex Bishop, (301) 934-7518		
CON 101 .....	BAD 1451 Fundamentals of Contracting I .....	9/18/98—9/18/05
	BAD 1461 Fundamentals of Contracting II .....	9/18/98—9/18/05
CON 104 .....	BAD 1471 Fundamentals of Contract Pricing .....	9/18/98—9/18/06
	BAD 1481 Negotiations .....	9/18/98—9/18/06
CON 210 .....	BAD 1465 Government Contract Law .....	9/18/98—9/18/03
CON 211 .....	BAD 1485/1486 Intermediate Contracting .....	Taken Prior to 10/1/94
Florida Institute of Technology, 1501 Robert J. Conlan Blvd. NE, Suite 140, Palm Bay, FL 32905, (321) 729-9774		
CON 104 .....	MGT 5214 Cost Principles, Effectiveness and Control .....	9/18/98—9/18/06
	MGT 5218 Negotiations and Incentive Contracts .....	9/18/98—9/18/06
CON 104 .....	BUS 5214 Advanced Procurement and Contract Management .....	Taken Prior to 12/31/97
	BUS 5218 Contract Negotiation Incentive Contracts .....	Taken Prior to 12/31/97
CON 201 .....	MAN 5231 Government Contract Law .....	Taken Prior to 12/31/97
CON 210 .....	MGT 5231 Government Contract Law .....	7/23/98—9/18/06
CON 211 .....	MAN 5211 Procurement and Contract Management Pre-Award .....	Taken Prior to 10/1/94
CON 221 .....	MAN 5212 Advanced Procurement and Contract Management .....	Taken Prior to 12/31/97

Note: For current information on equivalencies, visit <http://www.dau.mil/learning/appg.aspx>.

DAU Course	College/University Course	Effective Dates
George Washington University; The School of Business and Public Management; Department of Marketing, Logistics, and Operations Management; 2121 I Street NW; Washington, DC 20052; (202) 994-6380		
CON 101 .....	Pricing and Negotiation .....	Taken Prior to 12/31/97
CON 104 .....	Procurement and Contracting .....	Taken Prior to 12/31/97
CON 221 .....	Government Contract Administration .....	Taken Prior to 12/31/97
Georgia College and State University, Logistics Education Center, 620 Ninth Street, Robbins Air Force Base, GA 31098-2232, Mr. Bobby Graham		
CON 201 .....	Government Contract Law .....	Taken Prior to 12/31/97
Massachusetts Bay Community College, 50 Oakland Street, Wellesley Hills, MA 02481, (781) 239-3000		
CON 101 .....	GPC 101 Intro to Gov't Contracts Procurement/Contract Mgmt .....	Taken Prior to 12/31/97
CON 104 .....	GPC 201 Government Contract Cost and Price Analysis .....	Taken Prior to 12/31/97
CON 201 .....	GPC 205 Government Contract Law .....	Taken Prior to 12/31/97
Middlesex Community College, 33 Kearney Square, Lowell, MA 01852-1987, Ms. Judith Burke, (978) 656-3143		
CON 101 .....	BU 1112 Management of Defense Acquisition Contracts .....	Taken Prior to 12/31/97
CON 104 .....	BU 8140 Principles of Contract Pricing .....	Taken Prior to 12/31/97
	BU 1113 Contract Negotiation .....	Taken Prior to 12/31/97
CON 201 .....	BU 1106 Government Contract Law .....	Taken Prior to 12/31/97
Northern Virginia Community College, Business Division, Alexandria Campus, 3001 N. Beauregard Street, Alexandria, VA 22311, Mr. Ron Wheeler, (703) 845-6313		
CON 101 .....	ACQ 121 Intro to Procurement and Contract Acquisition Management I .....	Taken Prior to 12/31/97 9/18/98—5/15/02
	ACQ 122 Intro to Procurement and Contract Acquisition Management II .....	Taken Prior to 12/31/97 9/18/98—5/15/02
CON 104 .....	ACQ 216 Cost and Price Analysis .....	Taken Prior to 12/31/97 9/18/98—2/13/04
	ACQ 218 Negotiations of Contracts and Contract Modifications .....	Taken Prior to 12/31/97 9/18/98—2/13/07
CON 201 .....	ACQ 215 Contract Law .....	Taken Prior to 12/31/97
CON 202 .....	ACQ 221 Advanced Acquisition and Procurement Management I .....	9/18/98—2/13/07
	ACQ 222 Advanced Acquisition and Procurement Management II .....	9/18/98—2/13/07
CON 204 .....	ACQ 295 Intermediate Cost and Price Analysis .....	9/18/98—2/13/07
CON 210 .....	ACQ 215 Contract Law .....	5/24/99—2/13/07
CON 211 .....	ACQ 221 Advanced Acquisition and Procurement Management I .....	Taken Prior to 10/1/94
	ACQ 222 Advanced Acquisition and Procurement Management II .....	Taken Prior to 10/1/94
CON 221 .....	ACQ 235 Intermediate Post-Award Contracting .....	Taken Prior to 12/31/97

Note: For current information on equivalencies, visit <http://www.dau.mil/learning/appg.aspx>.

DAU Course	College/University Course	Effective Dates
<b>Pensacola Junior College, Warrington Campus, 5555 West Highway 98, Pensacola, FL 32507, (850) 484-2347</b>		
CON 101 .....	PAD 1861 Acquisition and Procurement I .....	Taken Prior to 12/31/97
	PAD 1862 Acquisition and Procurement II .....	Taken Prior to 12/31/97
CON 104 .....	PAD 2886 Contract Pricing and Negotiation I .....	Taken Prior to 12/31/97
	PAD 2867 Contract Pricing and Negotiation II .....	Taken Prior to 12/31/97
CON 201 .....	PAD 1630 Government Contract Law .....	Taken Prior to 12/31/97
CON 211 .....	PAD 1863 Acquisition and Procurement III .....	Taken Prior to 10/1/94
CON 221 .....	PAD 1864 Acquisition and Procurement IV .....	Taken Prior to 12/31/97
<b>Richard Bland College of the College of William and Mary, 11301 Johnson Road, Petersburg, VA 23805, Dr. Anne-Marie McCartan, (804) 862-6244</b>		
CON 101 .....	BUS 253A Acquisition Part I .....	9/18/98—9/18/03
	BUS 253B Acquisition Part II .....	9/18/98—9/18/03
CON 104 .....	BUS 255A Principles of Contract Pricing I .....	9/18/98—9/18/03
	BUS 255B Principles of Contract Pricing II .....	9/18/98—9/18/03
CON 201 .....	BUS 256 Contract Law .....	Taken Prior to 12/31/97
CON 210 .....	BUS 256 Contract Law .....	9/18/98—9/18/03
<b>St. Mary's College of Maryland, 18952 East Fisher Road, St. Mary's City, MD 20686-3001, Ms. Kathy Grimes, (240) 895-7323</b>		
BCF 101 .....	Basic Cost Estimating .....	3/16/04—3/16/07
<b>San Diego City College, Business Division, 1313 Twelfth Avenue, San Diego, CA 92101, Mr. Jim Conrad, (619) 532-3439</b>		
CON 101 .....	Business 160 MDACC Basic Part I .....	Taken Prior to 12/31/97
	Business 160 MDACC Basic Part I .....	9/18/98—9/18/01
	Business 162 MDACC Basic Part II .....	Taken Prior to 12/31/97
	Business 162 MDACC Basic Part II .....	9/18/98—9/18/01
CON 104 .....	Business 164 Principles of Contract Pricing and Negotiation I .....	Taken Prior to 12/31/97
	Business 166 Principles of Contract Pricing and Negotiation II .....	Taken Prior to 12/31/97
CON 201 .....	Business 168 Government Contract Law .....	Taken Prior to 12/31/97
CON 202 .....	Business 168 and 170 Intermediate Contracting .....	9/18/98—9/18/01
CON 211 .....	Business 170 MDACC Advanced I .....	Taken Prior to 10/1/94
CON 221 .....	Advanced Contract Administration .....	Taken Prior to 12/31/97
<b>Santa Ana College (formerly Rancho Santiago College), Garden Grove Center, 11277 Garden Grove Blvd., Garden Grove, CA 92843-1337, Mr. Don Bargabus, (714) 564-5531</b>		
CON 101 .....	Management of Defense Acquisition Contracts I .....	Taken Prior to 12/31/97
CON 104 .....	Principles of Contract Pricing .....	Taken Prior to 12/31/97
CON 201 .....	Government Contract Law .....	Taken Prior to 12/31/97
CON 211 .....	Management of Defense Acquisition Contracts II .....	Taken Prior to 10/1/94
CON 221 .....	Advanced Contract Administration .....	Taken Prior to 12/31/97

DAU Course	College/University Course	Effective Dates
Tidewater Community College, Portsmouth Campus, 7000 College Drive, Portsmouth, VA 23703, Ms. Betty Hill, (757) 822-2301		
CON 101 .....	ACQ 121 Intro to Procurement and Acquisition Management I .....	Taken Prior to 12/31/97
	ACQ 122 Intro to Procurement and Acquisition Management II .....	Taken Prior to 12/31/97
CON 104 .....	ACQ 231 Principles of Pricing and Negotiations I .....	Taken Prior to 12/31/97
	ACQ 232 Principles of Pricing and Negotiations II .....	Taken Prior to 12/31/97
CON 201 .....	ACQ 215 Contract Law .....	Taken Prior to 12/31/97
CON 211 .....	ACQ 221 Advanced Procurement and Acquisition Management I .....	Taken Prior to 10/1/94
University of California, Irvine, University Extension, P.O. Box 6050, Irvine, CA 92697, Ms. Angela Jeantet, (949) 824-4661		
CON 104 .....	Financial Aspects of Contract Management and Contract Acquisition and Negotiation .....	Taken Prior to 12/31/97
CON 201 .....	Principles of Contract Formation & Contract Law: Performances & Remedies .....	Taken Prior to 12/31/97
University of Central Florida, College of Business Admin., Department of Management, 4000 Central Florida Blvd., Building 45, Orlando, FL 32816-1400, (407) 823-5569		
CON 101 .....	Introduction to Federal Acquisition .....	Taken Prior to 12/31/97
CON 104 .....	Cost and Price Analysis and Contract Negotiations .....	Taken Prior to 12/31/97
CON 201 .....	Government Contract Law .....	Taken Prior to 12/31/97
CON 221 .....	Contract Administration (Post-Award) .....	Taken Prior to 12/31/97
University of Dallas, Graduate School of Mgmt., Industrial Management Dept., 1845 East Northgate Drive, Irving, TX 75062, Dr. David Gordon, (972) 721-5354		
CON 101 .....	MGT 6380 Pre-Award Procurement .....	Taken Prior to 12/31/97
CON 104 .....	MGT 6348 Contract Pricing and Negotiation .....	Taken Prior to 12/31/97
CON 201 .....	MGT 6381 Procurement Law .....	Taken Prior to 12/31/97
CON 221 .....	MGT 6382 Post-Award Procurement .....	Taken Prior to 12/31/97
University of the District of Columbia, School of Business and Public Administration, 4200 Connecticut Avenue NW, Building 52, Suite 508, Washington, DC 20008, (202) 274-7000		
CON 101 .....	0211-305 The Federal Acquisition Systems .....	Taken Prior to 12/31/97
CON 104 .....	0211-406 Cost and Price Analysis .....	Taken Prior to 12/31/97
CON 201 .....	0211-408 Procurement Law .....	Taken Prior to 12/31/97
CON 211 .....	0211-306 Public Contracts .....	Taken Prior to 10/1/94
IND 101 .....	0211-405 Government Property Management .....	Taken Prior to 12/31/97
University of Indianapolis, School of Business, 1400 East Hanna Avenue, Indianapolis, IN 46227-3697, Dr. James Conrad, (317) 788-3378		
CON 101 .....	Principles of Procurement .....	Taken Prior to 9/30/97
CON 104 .....	Cost and Price Principles and Contract Negotiations .....	Taken Prior to 9/30/97
CON 201 .....	Government Contract Law .....	Taken Prior to 9/30/97
CON 221 .....	Advanced Contract Administration .....	Taken Prior to 9/30/97

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DAU Course	College/University Course	Effective Dates
University of Phoenix, Academic Program Manager, 4615 East Elwood Street, Phoenix, AZ 85040, (480) 966-5394		
CON 101 .....	GCM 601 Principles of the Acquisition Process .....	Taken Prior to 12/31/97
CON 104 .....	GCM 603 Principles of Contract Pricing, Estimating, and Analysis .....	Taken Prior to 12/31/97
	GCM 607 Government Contract Negotiation Techniques .....	Taken Prior to 12/31/97
CON 201 .....	GCM 606 Government Contract Law .....	Taken Prior to 12/31/97
CON 221 .....	GCM 604 Management of Government Acquisition Contracts .....	Taken Prior to 12/31/97
University of St. Thomas, 2115 Summit Avenue, St. Paul, MN 55105, Mr. Joseph R. Clements, (651) 962-5192		
CON 101 .....	MBGC 701 Principles of Procurement .....	Taken Prior to 12/31/97
CON 104 .....	MBGC 702 Pricing and Negotiation .....	Taken Prior to 12/31/97
CON 221 .....	MBGC 703 Advanced Contract Administration .....	Taken Prior to 12/31/97
University of Virginia, Div. of Continuing Education, 7054 Haycock Road, Falls Church, VA 22043, Ms. Carol Beechler, (703) 536-1136		
CON 101 .....	PC 401 Procurement and Contracting .....	Taken Prior to 12/31/97
CON 101 .....	PC 401 Procurement and Contract Management (Resident Version) .....	9/20/00—7/20/06
CON 101 .....	PC 401W Procurement and Contracting (Internet Version) .....	6/1/03—7/21/06
CON 104 .....	PC 403 Cost and Price Analysis .....	Taken Prior to 12/31/97
		9/1/00—12/14/06
	PC 405 Negotiation of Contracts and Modifications .....	Taken Prior to 12/31/97
		9/1/00—12/14/06
CON 104 .....	PC 403W Cost and Price Analysis (Internet Version) .....	9/1/01—9/27/05
	PC 405 Negotiation of Contracts and Modifications .....	9/1/00—9/27/05
CON 201 .....	PC 404 Principles of Law for Contract Formation .....	Taken Prior to 12/31/97
CON 202 .....	PC 504 Advanced Contract Formation and Admin. (Resident Version) .....	3/24/03—10/3/06
CON 204 .....	PC 502 Advanced Cost and Price Analysis .....	9/1/00—2/11/06
CON 210 .....	PC 506 Federal Acquisition Case Studies .....	9/6/00—8/16/06
CON 210 .....	PC 404 Government Contract Law (Resident Version) .....	6/1/03—7/23/06
CON 210 .....	PC 404W Government Contract Law (Internet Version) .....	6/1/03—7/23/06
CON 221 .....	PC 402 Contract Administration .....	Taken Prior to 12/31/97
University of West Florida, Div. of Administrative Studies, 11000 University Parkway, Pensacola, FL 32514-0102, Dr. Kato Keeton, (850) 474-2184		
CON 101 .....	PAD 5855 Acquisition Management .....	Taken Prior to 12/31/97
CON 104 .....	PAD 5857 Cost and Pricing .....	Taken Prior to 12/31/97
	PAD 5853 Contract Negotiation .....	Taken Prior to 12/31/97
CON 201 .....	PAD 5854 Government Contract Law .....	Taken Prior to 12/31/97
CON 221 .....	PAD 5852 Advanced Contract Administration .....	Taken Prior to 12/31/97

DAU Course	College/University Course	Effective Dates
Webster University, 470 East Lockwood Avenue, St. Louis, MO 63119-3194, Dr. Joseph F. Olszewski, (314) 968-6972		
CON 101 .....	PROC 5000 Procurement and Acquisition Management .....	9/18/98—9/18/05
CON 104 .....	PMG 583 Pricing .....	Taken Prior to 12/31/97
	PMG 584 Negotiations .....	Taken Prior to 12/31/97
CON 104 .....	PROC 5830 Pricing .....	9/18/99—3/6/07
	PROC 5840 Negotiations .....	9/18/99—3/6/07
CON 201 .....	PMG 589 Government Procurement Law .....	Taken Prior to 12/31/97
CON 210 .....	PROC 5890 Government Contract Law .....	9/18/98—9/18/06
West Coast University, 4021 Rosewood Avenue, 3 <sup>rd</sup> Floor, Los Angeles, CA 90004, (877) 505-4928		
CON 201 .....	BMGT 575 Legal Issues in Acquisition .....	Taken Prior to 12/31/97
CON 211 .....	BMGT 574 Contract Administration .....	Taken Prior to 12/31/97
CON 211 .....	BMGT 577 Systems Acquisition and Program Management .....	Taken Prior to 12/31/97
Western New England College, Off-Campus Division:		
• Devens Center, Sherman Square Technology Park, 94 Jackson Road, Suite 211, Devens, MA 01432		
• Hanscom Center, ABG/DPE, Building 1728, Hanscom Air Force Base, MA 01731-5000		
CON 101 .....	MAN 202 Principles of Acquisition Contracting .....	Taken Prior to 12/31/97
CON 104 .....	MAN 203 Principles of Contract Pricing .....	Taken Prior to 12/31/97
CON 104 .....	AC 640 Principles of Cost and Price Analysis .....	Taken Prior to 12/31/97
	MAN 401 Contract Negotiations .....	Taken Prior to 12/31/97
CON 201 .....	LS 403 Government Contract Law .....	Taken Prior to 12/31/97
CON 211 .....	LS 692 Principles of Government Contracting .....	Taken Prior to 10/1/94
CON 221 .....	LS 693 Administration of Government Contracts .....	Taken Prior to 12/31/97

## DoD SCHOOL/FEDERAL AGENCY EQUIVALENCIES

DAU Course	DoD School/Agency	Effective Dates
Air Force Institute of Technology (AFIT), (937) 255-7777, DSN: 785-7777		
CON 104 .....	CMGT 545 Cost and Price Theory .....	12/12/94—9/30/98
CON 210 .....	LAWS 550 Legal Principles of Government Contracting .....	12/12/94—9/30/98
LOG 205 .....	LOG 260 Provisioning Management .....	8/1/96—9/30/98
Army Logistics Management College (ALMC), (804) 765-4980/4737		
ACQ 101 .....	ALMC-ML Materiel Acquisition Management (MAM) Course .....	11/1/96—8/23/02
ACQ 201 .....	ALMC-ML Materiel Acquisition Management (MAM) Course .....	1/1/97—8/23/02
ACQ 101, ACQ 201, CON 100, CON 101, CON 104, IRM 101, LOG 101, PMT 250, SAM 101, TST 101	ALMC-QA Army Acquisition Basic Course .....	1/1/03—9/11/06

Note: For current information on equivalencies, visit <http://www.dau.mil/learning/appg.aspx>.



DAU Course	DoD School/Agency	Effective Dates
Army Logistics Management College (ALMC), (804) 765-4980/4737 (CONTINUED)		
ACQ 101, ACQ 201, CON 100, ..... LOG 101, LOG 201 }	Logistics Executive Development Course (full 17-week version) .....	5/1/01—6/11/06
Information Resources Management College (IRMC), (202) 685-6300		
IRM 303 .....	Advanced Management Program (AMP) .....	9/1/96—9/30/98
National Reconnaissance Office (NRO), (703) 961-6964		
ACQ 101 .....	FT-032 Acquisition Management Team Training .....	4/26/99—4/17/06
	FT-051 NRO Program Management Course .....	9/18/00—4/17/06
	FT-036 Leading the Acquisition Team .....	12/13/99—4/17/06
	FT-062 Business Financial Management .....	3/19/01—4/17/06
	FT-078 Fundamentals of Systems Acquisition Management Supplement ....	4/17/03—4/17/06
Naval Facilities Acquisition Center for Training (NFACT), (805) 982-2777		
CON 101 .....	CTC CON 101 Basics of Contracting .....	6/23/03—6/23/06
Naval Postgraduate School (NPS), (831) 656-2441/2, DSN: 878-2441/2		
ACQ 101 .....	MN 3221 Principles of Acquisition and Program Management I .....	3/1/96—9/30/01
ACQ 101 } ACQ 201 }	MN 3331 Principles of Acquisition and Program Management .....	4/1/00—9/30/05
ACQ 101 } ACQ 201 } PMT 250 }	MN/GE 3221 & 3222 Principles of Acquisition and Program Mgmt I & II ...	9/30/02—9/30/05
ACQ 201 .....	MN 3222 Principles of Acquisition and Program Management .....	3/1/96—9/30/01
CON 101 .....	MN 3303 Principles of Acquisition and Contract Management .....	10/1/92—9/30/06
CON 104/204 .....	MN 3304 Contract Pricing and Negotiations .....	10/1/92—9/30/06
CON 202 .....	MN 3315 Acquisition Management and Contract Administration .....	10/1/92—9/30/06
CON 210 .....	MN 3312 Contract Law .....	10/1/92—9/30/06
CON 301 .....	MN 2302 Seminar for Acquisition and Contracting Students .....	10/1/92—9/30/03
CON 333 .....	MN 4371 Acquisition and Contracting Policy .....	8/1/97—9/30/03
LOG 304 .....	MN 4470 Strategic Planning & Policy for the Logistics Manager .....	8/1/97—9/30/06
PMT 250 .....	MN 3331 Principles of Acquisition and Program Management .....	7/8/02—9/30/05
PMT 302 .....	Advanced Acquisition Program (AAP) .....	2/1/01—9/30/02
PMT 352 .....	Advanced Acquisition Program (AAP) .....	10/1/02—10/1/05
PQM 101/201 .....	MN 3384 Principles of Acquisition Production & Quality Management .....	3/1/97—9/30/06
SAM 201 .....	MN 3309 Acquisition of Embedded Weapon Systems Software .....	11/1/97—9/30/06
SYS 201 .....	EO 4011 Systems Engineering for Acquisition Managers .....	6/14/96—9/30/06
SYS 301 .....	MN 4012 Management of Advanced Systems Engineering .....	8/4/00—9/30/06
TST 202/301 .....	OS 4601 Test and Evaluation .....	10/1/94—9/30/06
TST 202 .....	OS 4602 Test and Evaluation Management .....	3/1/96—9/30/01
<u>Acquisition and Contract Management (815/835) Degree Program</u>		
CON 101, 104, 202, 204, 210, 301, 333 .....		10/1/92—9/30/06

DAU Course	DoD School/Agency	Effective Dates
Naval Postgraduate School (NPS), (831) 656-2441/2, DSN: 878-2441/2 (CONTINUED)		
<u>Systems Acquisition Management (816/836) Degree Program</u>		
ACQ 101 .....		3/1/96—9/30/05
ACQ 201 .....		3/1/96—9/30/05
CON 101 .....		3/1/96—9/30/06
LOG 304 .....		8/1/97—9/30/06
PMT 250 .....		7/8/02—9/30/05
PMT 302 .....		3/1/96—9/30/02
PMT 352 .....		10/1/02—12/17/05
PQM 101 .....		3/1/96—9/30/06
PQM 201 .....		3/1/96—9/30/06
SAM 201 .....		11/1/97—9/30/06
SYS 201 .....		3/1/96—9/30/06
TST 202 .....		3/1/96—9/30/06
TST 301 .....		1/1/97—9/30/06
Naval Undersea Warfare Center University (NUWCU), (401) 832-6767		
ACQ 201 .....	ACQ 201 Intermediate Acquisition .....	5/13/02—9/10/05
SYS 201 .....	SYS 201 Intermediate Systems Planning, Research, Development and Engineering .....	10/1/02—5/5/06
Naval War College, (401) 841-2015, DSN: 948-2015		
ACQ 201 .....	FE 574 Principles of Acquisition and Program Management .....	10/1/97—9/30/02
SYS 201 .....	WE 548 DoD Weapons Systems Development and Deployment .....	1/11/95—9/30/01
345 <sup>th</sup> Training Squadron, DSN: 472-4936		
ACQ 101 .....	Acquisition Fundamentals (5 Weeks) (L3OQR63A1-001) .....	1/11/95—9/30/00
CON 101 .....	Contracting Fundamentals L3OBR64P1-000) .....	10/1/00—6/6/06
CON 101 .....	Contracting Apprentice (L3ABR6C031-005/006) .....	3/1/01—6/6/06
	Contracting Career Development (CDC6C051A/CDC6C051B) .....	3/1/01—6/6/06
PUR 101 .....	Purchasing 101 (L3ABR6C031-005) .....	10/1/97—9/30/98
U.S. Air Force Test Pilot School, (661) 277-3131, DSN: 527-3131		
TST 202 .....	Test Pilot, Navigator and Engineer Curriculum .....	6/1/96—9/30/98 5/1/99—9/30/03
U.S. Army Command and General Staff College, (913) 684-5329		
ACQ 201 .....	A425 Intermediate Systems Acquisition .....	6/1/99—9/30/02
CON 101 .....	A423 Contract Fundamentals .....	1/1/97—9/30/02
CON 104 .....	A424 Contract Pricing .....	1/1/97—9/30/02
CON 204 .....	A427 Intermediate Contract Pricing .....	6/1/99—9/30/02
CON 210 .....	U254 Government Contract Law .....	6/1/99—9/30/02
IRM 201 .....	A426 Intermediate Information Systems Acquisition .....	6/1/99—9/30/02

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<b>DAU Course</b>	<b>DoD School/Agency</b>	<b>Effective Dates</b>
U.S. Army Test and Evaluation Command (ATEC), (703) 695-7389, DSN: 225-7389		
TST 202 .....	Army Test and Evaluation Basic Course (TEBC) .....	3/27/00—8/27/06
U.S. Navy Engineering Duty Officer School, (805) 982-6157		
ACQ 101 } .....	EDO Basic Course .....	12/21/95—12/6/06
ACQ 201 }		1/1/97—4/21/06
U.S. Navy Test Pilot School, (301) 342-4131, DSN: 342-4131		
TST 101 } .....	Test Pilot School .....	6/1/97—9/30/06
TST 202 }		10/1/96—9/30/98
		5/1/99—9/30/06

## CONTRACTOR EQUIVALENCIES

<b>DAU Course</b>	<b>Contractor Course</b>	<b>Effective Dates</b>
Atlantic Mgmt. Center, Inc., 6066 Leesburg Pike, Suite 700, Falls Church, VA 22041, (703) 256-0509		
CON 100 .....	Providing Effective Business Leadership within the Federal Government ..	6/1/04—6/1/07
CON 301 .....	Executive Contracting Seminar for Federal Civilian Agencies .....	10/26/98—7/31/03
BAE Systems, 76 Hammarlund Way, Tech Plaza 3, Middletown, RI 02842-5632, (401) 846-5500		
SYS 201 .....	Intermediate Systems Planning, Research, Development and Engineering Course .....	6/5/02—6/5/04
SYS 301 .....	Advanced Systems Planning, Research, Development and Engineering Course .....	11/15/02—11/15/05
Business Management Research Associates, Inc. (BMRA), Fair Oaks Plaza, Suite 440, 11350 Random Hills Road, Fairfax, VA 22030, (703) 691-0868		
CON 101 .....	Acquisition Planning I .....	3/1/99—12/6/05
	Contract Formation I .....	3/1/99—12/6/05
	Contract Administration I .....	3/1/99—12/6/05
CON 104 .....	Price Analysis .....	3/1/99—4/2/07
	Cost Analysis .....	3/1/99—4/2/07
	Federal Contract Negotiation Techniques .....	3/1/99—4/2/07
CON 202 .....	Acquisition Planning II .....	5/1/01—4/2/07
	Contract Formation II .....	5/1/01—4/2/07
	Contract Administration II .....	5/1/01—4/2/07
CON 204 .....	Intermediate Contract Pricing .....	3/1/99—4/2/07
CON 210 .....	Government Contract Law .....	3/1/99—4/2/07

DAU Course	Contractor Course	Effective Dates
ESI International, 4301 Fairfax Drive, Suite 800, Arlington, VA 22203, (703) 558-3000		
CON 100	Shaping Smart Business Arrangements .....	1/1/04—1/8/07
CON 101 .....	Federal Contract Basics .....	2/25/02—2/25/07
	Source Selection: The Best Value Process .....	2/25/02—2/25/07
	Operating Practices in Contract Administration .....	2/25/02—2/25/07
CON 104 .....	Contract Pricing .....	3/28/02—3/28/07
	Source Selection: The Best Value Process .....	3/28/02—3/28/07
	Negotiation Strategies and Techniques .....	3/28/02—3/28/07
Management Concepts, Inc. (MCI), 8230 Leesburg Pike, Suite 800, Vienna, VA 22182, (703) 790-9595		
CON 101 .....	1022 Contract Administration I .....	10/1/99—4/2/07
	1112 Contract Formation I .....	10/1/99—4/2/07
	1111 Acquisition/Procurement Planning I .....	10/1/99—4/2/07
CON 104 .....	1166 Price Analysis .....	10/1/99—4/2/07
	1165 Cost Analysis .....	10/1/99—4/2/07
	1016 Federal Contract Negotiation Techniques .....	10/1/99—4/2/07
CON 202 .....	1211 Acquisition/Procurement Planning II .....	10/1/99—6/15/04
	1212 Contract Formation II .....	10/1/99—6/15/07
	1213 Contract Administration II .....	10/1/99—6/15/07
CON 204 .....	1204 Intermediate Contract Pricing .....	3/1/00—6/15/07
CON 210 .....	1210 Government Contract Law .....	12/1/99—4/2/07
CON 243 .....	1032 Architect-Engineer Services Contracting .....	11/1/99—6/15/07
CON 244 .....	1021 Construction Contracting .....	3/1/99—6/15/07
Northwest Procurement Institute, Inc. (NPI), P.O. Box 1328, Edmonds, WA 98020, (425) 776-0414		
CON 101 .....	Acquisition Planning I .....	12/1/01—1/22/07
	Contract Formation I .....	12/1/01—1/22/07
	Contract Administration I .....	12/1/01—1/22/07
CON 104 .....	Price Analysis .....	1/1/00—11/28/06
	Cost Analysis .....	1/1/00—11/28/06
	Federal Contract Negotiation Techniques .....	1/1/00—11/28/06
CON 202 .....	Acquisition Planning II .....	1/1/00—3/6/06
	Contract Formation II .....	1/1/00—3/6/06
	Contract Administration II .....	1/1/00—3/6/06
CON 204 .....	Intermediate Contract Pricing .....	10/1/00—10/15/06
CON 210 .....	Contract Law .....	1/1/00—12/14/06
CON 243 .....	Architect and Engineering Services .....	1/1/00—12/21/06
CON 244 .....	Construction Contracting .....	1/1/01—5/5/06
Resource Consultants, Inc. (RCI), 75 James Way, Suite 120, Southampton, PA 18966, (215) 942-0410		
LOG 235A .....	Supply Chain Management .....	4/28/04—4/28/07
LOG 235B .....	Product Support and Performance Based Logistics .....	10/4/04—10/4/07

Note: For current information on equivalencies, visit <http://www.dau.mil/learning/appg.aspx>.